

Sales Habits to Break

Here are five sales habits that you may want to break:

1. Relying too heavily on scripts: While it can be helpful to have a script as a guide, relying too heavily on it can make you sound robotic and inauthentic.
2. Not listening to the customer: It's important to actively listen to the customer and understand their needs and concerns. If you're not listening, you'll have a hard time selling to them.
3. Failing to follow up: Don't let leads go cold. Make sure to follow up with potential customers to keep the conversation going.
4. Not personalizing your approach: Every customer is different, so it's important to tailor your sales pitch to their specific needs and interests.
5. Being too pushy: It's important to be persistent, but there's a fine line between persistence and pushiness. Don't try to force a sale if the customer isn't interested.
6. Tied to #2 but worth repeating, Don't talk too much. Prospects will tune you out. Ask great questions and LISTEN.

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